

POTTERY & GLASS



HUOTT PUBLISHING COMPANY
395 FOURTH AVENUE, NEW YORK

IT'S THE QUALITY THAT MAKES THE DIFFERENCE
CENTRAL GLASS WORKS
WHEELING, W. VA.

Manufacturers of LEAD
BLOWN, PRESSED AND
DRAWN STEMWARE,
BLOWN AND PRESSED
TUMBLERS, DECAN-
TERS, CARAFES, JUGS,
OILS, BLOWN TABLE-
WARE, ETC.

HOTEL, CLUB AND
CAFE GLASSWARE.



67-6 IN BLOWN COMFORT, OPTIC, ETC.

Our Specialty: DEEP
PLATE ETCHED MONO-
GRAM AND CREST
WORK. IF YOU WANT
REAL QUALITY GLASS-
WARE AT RIGHT
PRICES AND PROMPT
DELIVERIES, TRY US
AND BE CONVINCED
YOURSELVES.

New York, A. P. DOCTOR, 66 West Broadway.
Philadelphia, THOS. DOWNS, JR., 610 Denckla Building.
Baltimore, GREEN & THOMAS, 33 South Charles St.
San Francisco, HIMMELSTERN BROS., 718 Mission St.

*Branch
Offices*

Denver, BERSBACK, MALONEY & Co., 1517 Lawrence St.
Cincinnati, THOS. M. LEWIS, 437 Main St.
St. Paul, S. R. McMASTERS, 632 Endicott Building.
Buffalo, E. S. PEASE Co., 611 Main St.
Salt Lake City, MAUS-STEWART Co., 146 Southwest Temple

FINE TABLE GLASSWARE

No illustration
can do justice
to this line.

It must be seen.

A complete
assortment of
new goods.



Is always on
view at our
various
salesrooms.
It is there
for your
convenience.
Call and see
it.

THE DUNCAN & MILLER GLASS CO.

MANUFACTURERS OF FINE TABLE GLASSWARE

Washington, Pa.

SALESROOMS:

PAUL JOSEPH, 64 Park Place, New York
JOSEPH TOMKINSON, 213 Commercial
Building, Philadelphia

GREEN & THOMAS, 33 So. Charles St., Baltimore
MARSH & KIDD CO., 617 Mission St., San Francisco

The China known since 1840 as

Haviland China

Is stamped under each piece
underglaze } *Haviland
France*

The decorated China has
an additional stamp
on the glaze } *Haviland & Co.
Limoges*

Haviland & Co.

11 EAST THIRTY-SIXTH STREET

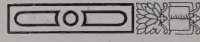
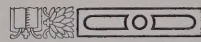
NEW YORK

Rosenenthal
FINE CHINA

Theresienthal
FINE GLASSWARE

Leerdam-Bayel
HOTEL GLASSWARE

SOLE AGENTS
GRAHAM & ZENGER
104 FIFTH AVENUE



HAVILAND & ABBOT COMPANY

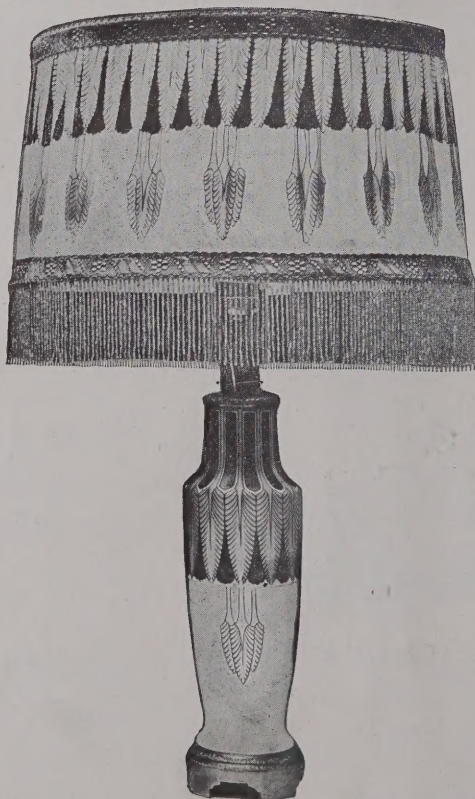
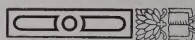
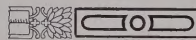
29 Barclay Street, New York

Dealing Exclusively in the
"G.D.A." Limoges China

IMPORTATION DEPARTMENT — New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A. at this address.

STOCK DEPARTMENT — Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT — Are furnishing the best hotels of the U. S. and Europe.



METTLACH LAMPS

SHADES FROM PARIS — HAND PAINTED

Are you looking for Lamps different from anything anyone else has? We have them. We have constructed into electric portables a large number of vases in our famous Mettlach Inlaid Stoneware and Mettlach underglaze reproductions of Faenza and Delft.

The shades are hand painted, and the wonderfully soft tones of the Inlaid Stoneware, as well as the striking color effects of the Faenza and characteristic deep blue of the Delft, are faithfully reproduced in the fabrics.

In stock in New York. Come in and investigate. Don't omit the chance. Send for Booklet in colors.

E. R. THIELER

Sole Representative in U. S. and Canada for Villeroy & Boch
88 PARK PLACE, NEW YORK

Quality Cut Glass

The unsatisfied, progressive dealers want everything new and up-to-date. If you are classed with the above, our

MADLINE

design merits your
A T T E N T I O N .

EMPIRE CUT GLASS CO.

FLEMINGTON, N. J.

FIELDING-BEHREND CO., Selling Agents
524-528 BROADWAY, NEW YORK CITY

It is Late, but Not Too Late

We are talking straight to *you* when we say your Holiday Trade will be better and stronger if you sell Pilabrago Portables.

They are newer than anything you have seen. They are newer than anything your customers have seen. And they are of rarest beauty. These are preeminently the qualities that secure *business*.

For the sake of the information, if nothing else, get in touch with our line. Write our nearest branch and ask to be shown photos.

THE PITTSBURGH LAMP, BRASS & GLASS CO.

GENERAL OFFICES, PITTSBURGH, PA.

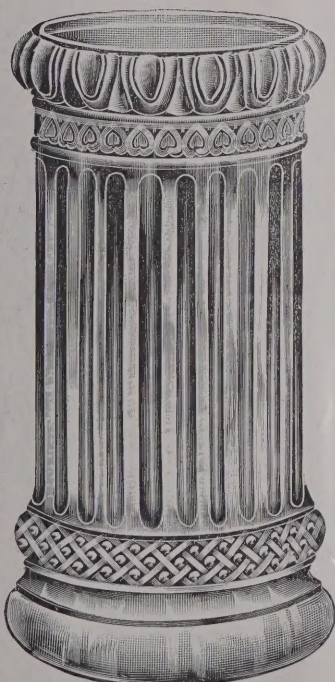
Branch Salesrooms at

Pittsburgh, 200 Century Building
New York, 82 West Broadway
Philadelphia, 731 Arch St.
Boston, 127 Federal St.
Buffalo, 611 Main St.
Detroit, 68 Griswold St.
St. Louis, 614 Laclede Gas Light Bldg.
Baltimore, 122 West Baltimore St.



Cleveland, 203 Caxton Bldg.
Chicago, 110 South Wabash Ave.
San Francisco, 718 Mission St.
Pittsburgh Lamp, Brass & Glass
Co. of Canada, Ltd.
113 Wortley Road, London, Ontario
R. E. Davis, Representative

ACKNOWLEDGED LEADERS



No. 74 Red Onyx

Not in high priced, pretty "shelf warmers," but in good Staples and Art.

"Lines That Sell"

Get our Car Load Proposition on

JARDINIERS
PEDESTALS
CUSPIDORS
PITCHERS
COMBINETS
TOILET WARE
STONE WARE
FLOWER POTS

We can save you money

The Brush-McCoy Pottery Co.

MAIN OFFICE: ZANESVILLE, OHIO

Complete Lines shown in New York by
Cox & Lafferty, 25 Park Place

Oriental Glass

A VERY COMPREHENSIVE
LINE OF FINE DECORATED
GLASSWARE IN RUBY,
RUBY AND GOLD, IVORY
AND OPAL, ALSO A COLLECTION
OF SOUVENIRS THAT
MERIT YOUR ATTENTION.

PITTSBURGH

SOUTH EIGHTH AND SARAH STREETS

NEW YORK

CHICAGO

PAUL JOSEPH W. E. CUMMINGS CO.

64 Park Place

30 E. Randolph St.

THE ORIENTAL GLASS CO.

Pittsburg, Pa.

TAKE CARSON STREET CAR TO EIGHTH STREET

ESTABLISHED 1818

¶ Selling Libbey Cut Glass merely means reminding your customer of the superiority of

Libbey
THE WORLD'S BEST

¶ There are countless little ways in which you can suggest that this superiority includes experience, materials, workmanship and design.

¶ Libbey talking-points are so many and so varied that you should have little trouble in artfully driving home the fact that Libbey really is

“The World’s Best”

THIS NAME ETCHED



ON EVERY PIECE.

TRADE MARK

LIBBEY GLASS Co, TOLEDO OHIO.

POTTERY & GLASS

VOLUME XI. No 5.

NEW YORK, NOVEMBER, 1913.

TERMS: \$2.00 per year in advance
25 cents per copy.

Taking Advantage of Seasonal Opportunities

CAST ASIDE CONSERVATIVENESS—GO AFTER BUSINESS—MAKE YOUR STORE A “GIFT” HEADQUARTERS. HOW SERVICE PLUS COMMON SENSE ADVERTISING WON FOR A NEW YORK MERCHANT

IT'S all right to lean back in your chair and take things easy, but the place to do it is at home, not in the store. Retailing nowadays is a profession and if you're not getting your share of the town's business it's your fault. A great many china and glassware dealers are too conservative. They dress up their windows nicely, true, but advertise or talk shop—never—“our trade is exclusive, you know.” That's just the reason why they always remain small exclusive shops and don't grow into big prosperous firms “town institutions,” so to speak.

Up in New York state a dealer had been running one of these exclusive china and glass stores for ten years. It was a small city of eight thousand the year round. It was also a summer resort, and during the latter time the population jumped to fifteen thousand. Churches, schools, clubs and a state normal college, together with the usual summer and winter social affairs of a small city, abounded. During all this time this particular merchant let a golden opportunity slip past his doors; his business dropped off in summer when it should have increased, and poor misguided Mr. Merchant explained the dullness away by saying, “Oh, well, June and October are my months.”

He was unfortunate in thinking that his was a seasonal business, and it wasn't until the salesman of a big New York jobbing house dropped in to show his lines that he saw the error of his mind. He didn't care to reorder, he said, business had been dull since the June wedding season, but he expected it to pick up the latter part of September for a spell. The salesman took the merchant aside and for an hour and a half talked to him in an altruistic sort of a way. He pointed out the opportunity (the store was centrally located) to get that summer trade. Just think of it, five to seven thousand new people in town, and everyone with spending money burning holes in their pockets. He finally wound up his talk by stating, “Bill, from now on this shop isn't ‘William Smith, dealer

in fine china, glassware, etc., it's ‘The Gift Shop, William Smith, proprietor.’ You'll have to do some advertising and circularize the hotels. Have a clerk watch the town and county papers for weddings, graduations, bridge party hostesses, etc. Clip out the items and work up a good strong mailing list. In the meantime, I'll hustle this order you've given me along and arrange to give you a little extra time in which to settle. If you don't reorder in a month's time, I'll believe you a failure.”

The old sign was taken in at once and a new one put up. An announcement of the new stock carried appeared in the local papers. However, long before the stock arrived “The Gift Shop” shelves had taken on a deserted appearance and best of all he was getting the “exclusive” shop prices. Along with the new stock of cut glass staples and novelties, dinnerware and fancy china specialties, were cheaper assortments with the city's name in gold upon them. Mahogany tea trays and tea wagons to go with the delightful little tea sets were an added feature. The shop was well patronized throughout the hot summer months, October brought the usual flock of fall brides and the shop did a larger business than ever. November was a great month in the lamp and dinnerware departments and then came the Christmas holidays—such a harvest! Even William Smith, himself, hardly believed his eyes. But he had lost all his conservativeness and was now a regular advertiser. The mailing list was kept up to date and regularly circularized.

Gift giving goes on the year around, and dealers in china and glass should devote some section of their store or department to goods, both staples and specialties, that can be readily seen and examined without the aid of a “pussy-footed” clerk asking “something today, Mister?” If it isn't the wedding present, its bridge prizes that are wanted; the graduate can use many things carried by the china and glass store, in

fact almost every social affair requiring a present can find a gift in these stores.

Take the young married couple for instance, almost everything in the store is an acceptable present. True, the bride will probably want to buy the essentials herself, but the china closet can be filled and the side-board ornamented with cut glass, while the bric-a-brac carried in every shop is always acceptable. Then again, the gift section, or department, has an advertising value. It brings women into the store and in this instance it must be remembered that women purchase practically all the equipment of the home.

The giving of presents is an old custom and a good one. It enables us to show emotion that cannot be expressed in mere words. The gift section of the china store offers an unlimited opportunity to make an ideal selection for many of the shops are now featuring light lines of mahogany and willow novelty furniture, silver, etc., which has tended to widen the scope of the store. It balances the sales during the off months, cut glass and silver, of course, being the leaders during June and October. However, the call for gifts to meet social obligations, etc., can be relied upon to stimulate trade throughout the year.

Necessarily the dealer owes it to himself to let the local public know exactly what he has in the gift line, and to do this requires the constant use of printer's ink—plus brains. Common sense is the keynote of all retail advertising. Just tell your story in a natural, newsy manner and the trade will come. Then, again, advertising doesn't jerk, it simply pulls gradually and necessitates keeping everlastingly at it to bring success.

Service is the strongest ally of the gift shop man. Social etiquette, particularly with wedding gifts, oftentimes causes considerable worry for the giver. The problem is harder for men than women, for what woman does not know just the right way to manage those little things. When the dealer is able to attend to all the details and see that the gift is properly addressed, personal card enclosed, and delivered at the proper time, he is performing a service that means repeat orders. No one wants to carry a present with him and with this end in view many of the leading New York shops render particularly good service. One store catering to the better class of trade has the reputation for handling details in a way that has made the house the mecca for an army of gift purchasers. Cut glass, china and silverware are all securely packed in neat cardboard boxes; cut glass and china first being wrapped in tissue and neatly tied with white silk ribbon. A personal card with suitable greetings engraved on it and the donor's signature is placed inside the wrapper. If the delivery is local a special messenger carries it; nearby towns are reached by auto delivery service and the distant points covered by express or parcel post; in the latter cases the cardboard

box is enclosed in a light wood box. The firm name appears in but one place, on the outside of the cardboard covering. Another house handles the purchase about the same as above, but in addition encloses a duplicate sales slip, giving date of sale, salesman's name, the quantity and name of the article. The price column, of course, not being filled in. This is to facilitate changing the gift if something else is desired.

The gift section is particularly adapted to the china and glass or department store; to many the purchasing of a present is an effort. They shop with the "I wonder what I want" idea, but given a section of the store where each article displayed is plainly marked and is particularly fitted for a gift, shopping, whether around the holidays or not, becomes an easy matter.

POTTERS' WAGE SCALE AWAITS TARIFF'S EFFECT

AFTER a week of negotiations, the United States Potters' Association and the National Brotherhood of Operative Potters reached an agreement and renewed the present wage scale for two years in order that the effect of the new tariff law on the pottery industry may be noted, and whether it will compel a decrease or permit an increase in the wages of the



Blue Canton platter from the line of old English dinnerware shown at the salesrooms of Hugh C. Edmiston

operators. The new agreement provides that either side may reopen the negotiations on sixty days' notice given not earlier than February 1, 1914, and not later than August 1, 1914. In their demands the operators asked for a ten per cent. increase in wages, and the employers desired to reduce wages on the ground that the lower tariff would lessen their profits. This compromise was accepted until the actual effect of the new tariff can be determined and should neither side give notice before August 1, 1914, the agreement will become binding until October, 22, 1915.

Watch your credit accounts closely and do not be afraid to say "No" to the man who has got in further than he can crawl out. There is nothing to be gained by throwing good money after bad.

Many a business apparently just on the verge has been pulled back to success by pluck.

Design Piracy in the Pottery Trade

A DISCUSSION OF A TIMELY TOPIC WHICH IS OF GRAVE INTEREST TO THE TRADE,
HOW IT IS REGARDED, AND HOW IT WILL WORK OUT

DESIGN piracy is a topic of varied consideration at the present time in every trade where the originality of pattern, shape, or style, is an important factor. And on November 21, under the instigation of the National Registration League of Pa., there will be held in New York at the Hotel Astor a conference of the leading men of all the trades affected, to frame suitable resolutions, if possible, looking towards a prompt mitigation of the evil. This conference will be watched with interest, not alone because design piracy is of such widespread importance, but also because its results may be directly mirrored in a petition to Congress for suitable legislation on the matter.

Design piracy (the comprehensive term for acts of filching, adapting, altering with intent to deceive, or outright stealing of commercial ornamentations and patterns) is a trade evil of long standing. The whole matter, however, has only recently come to a head with the passing of the Kahn law. This law is an act framed to protect all foreign merchandise of whatever kind that may be displayed in the United States during the period of the Panama Exposition. It not only extends the protection of immediate copyright to the articles shown, but also acts retrogressively in that its provisions would work against the offering for sale of any other goods of like or similar design. Now the injustice of the Kahn act lies here: while the foreign goods shown at the exposition may be novel and beautiful in design, and while without doubt they may have been manufactured *in toto* abroad, nevertheless, they may have been copied in every detail from American models sold and dealt in on the American market. The American manufacturer, therefore, will be forced to hold back his products just because some foreign factory copies them and brings them here under special dispensations.

Of course, it must not be imagined that the domestic manufacturer has no avenue of protection; he is at liberty to patent his designs. But such a procedure requires considerable time and money, and the court costs of any subsequent suit for infringement is so expensive that very few care to take it up. What is wanted, is some easy, non-costly system of registration which will act more as a benefit than a bother. Such a system the conference on November 21 hopes to effect.

In the pottery and glassware field design piracy is said to be extensive; and its results are hurting both the originators and adaptors of the patterns. For example, the manufacturer of a high-grade china puts a particularly novel design on the market. Imme-

diately several other concerns adapt and infringe on the pattern and bring out inferior goods. Now, the originator suffers, for a large proportion of his best trade will refuse to purchase an expensive dinner service which may be found in cheap duplicate in the homes of the masses. And likewise, the manufacturer of the imitation suffers, for no dealer is going to stock up with a copied pattern that does not "go" in the original. How much better it would be if all designs were restricted to the originators; then the high grade potter could sell his products without fear of price-slumps from unfair competition, and the maker of the cheaper grades with designs exclusive to himself could solicit and get a wider circle of clients.

At the present time there is a feeling in the pottery centres that this important factor of design piracy will work itself out quickly and satisfactorily to all concerned without legislation. The decalcomania houses have openly expressed themselves to be heartily in sympathy with any plan of arrangement that will advance the best interests of the trade in general, and further state that they will frown upon the attempt of any factory to copy the designs of another factory through them. They are perfectly willing, they say, to seek out the best designers in the market and concentrate the efforts of their organization upon the production of original patterns rather than in prostituting their powers for the satisfaction of the unscrupulous manufacturer who is content only when he lives on the brains of another. The large producing potters, likewise, are willing to call a halt on design adaptation and any pattern that comes to them from a competitive house will be turned down at once. It means that their drafting force will be taxed for additional work, but all concerned, it is admitted, will be benefited by the radical change.

At this writing we are able to state that Knowles, Taylor & Knowles will not make use of any decalcomania designs which, to their knowledge, are copied or closely adapted from foreign patterns. And the same may be said of most of the other leading pottery manufacturers. All the new goods for the beginning of the year will be original in design and shape. The decalcomania manufacturers have come to a determined stand and will not copy one another's designs; on the other hand they have increased their force of artists and will concentrate their efforts on new and original material, and in a short time it is believed each manufactory will be distinguished by its own line of designs which cannot be obtained elsewhere from either domestic or foreign houses.

The Science of Merchandising

Modern merchandising now taking its place with the great professions--Is the science with a soul

FORTY—fifty—years ago—even twenty-five years ago—there were but three great professions: Medicine, theology and law. Now there are five: journalism and merchandising have been added. Merchandising had not then risen to its full dignity. Since then the business of assembling and distributing goods has developed into a profession that calls for as keen a study of theory and practice as does the profession of medicine—calls for as close analysis and an even broader grasp of affairs than the trained lawyer devotes to his profession.

Kings and emperors of the earth pay deference to what the merchant stands for. The governments of the world to-day are bending every effort to the development of trade. The great merchants of the world are the captains of commerce—those who forge the chains of amity between nations, and make as one the diverse interests of distant countries.

No narrow treadmill round for the merchant! The world is his field of research, and the products of the nations of the earth are for his study. He or his agents visit the far corners of the world seeking, as did Alexander of old, new fields of endeavor, but with this difference: The merchant's work is constructive, not destructive.

A great modern store helps more than any other one influence to develop a country's manufactures, as well as, by economies of distribution, widening the lists of comforts and luxuries of the mass of the people, and making the buying of goods absolutely safe to even the most inexperienced.

It is a great university for the training of character, the development of talent, and the instilling of honesty and upright dealing in the minds of those who come in business relations with it.

The theory of trade used to be entirely that of "doing" the other fellow before he could "do" you. The theory and practice of the great merchant to-day is fair dealing toward customers—a recognition of the fact that the satisfied customer and employe are a most potential asset in his own success.

The great merchant becomes imbued with the love of his profession, as does the great artist who sticks to his palette after wealth has been attained; or the great editor, the militant knight of the quill, to whom the dust of the lists is the breath of his nostrils; or the great doctor or lawyer whom ample competence cannot beguile from practicing—as with these, the merchant follows his profession, not to pile the Pelion of riches on the Ossa of wealth, but because he loves the profession or science.

After acquiring a certain facility in the management of affairs, his business becomes a part of himself, and it is followed with the enthusiasm of hobby riding.

The fact is that while other professions have their jealousies, merchandising, though it has its rivalries, is freest from rancors. No profession, outside of theology, makes as strongly for honesty, not as a policy, but because it is the right and the obvious thing and the only basis of lasting success, as does the profession of merchandising to-day. The great congress store throws wide the door to ability, energy and enterprise. It is a school of instruction to boys and girls entering business, and is a university for training the young man and woman for life's duties.

LABOR LAW HARD ON GLASS MANUFACTURERS

DRASTIC legislation concerning the working hours of women employes in the potteries and glass factories of Ohio is adding to the troubles of the factory heads, the lower rates, prescribed on this merchandise in the tariff having already caused much concern. The Ohio law does not permit girls under 16 to work in the glass factories, and no girl between the ages 16 and 18 is allowed to work at night. Girls over 18 are allowed to work only until 10 o'clock at night. With the factories rushed to supply the demands made on them, this regulation of labor is said to be working serious hardship. Not only is adult labor more expensive, but the manufacturers say it is not so efficient. At present the glass factories are running to about 75 per cent. of their capacity and the potteries to 60 per cent.

STRIKE OF CLAY MAKERS SETTLED

THE short lived strike of the clay makers in the potteries around East Liverpool, Ohio, has been finally adjusted and the workmen returned to the slip houses. During the strike there was some little anxiety among the manufacturers and workers identified with the National Brotherhood of Operative Potters at the efforts of the I. W. W. to take control of the strike. While the strike lasted, however, no potteries were idle. Some pottery owners went into the clay cellars and made clay, while in other plants the general managers and superintendents made the clay.

CHILEAN NAVY IN MARKET FOR TABLEWARE

AMERICAN manufacturers wanting to extend the scope of their export business are offered an opportunity to secure a large contract with the government of Chile, who the American consul at Valparaiso reports will receive bids in the "Seccion del Material," Valparaiso, Chile, until December 30th, next, for a supply of tableware for use in the Chilean navy, as per samples on exhibition in the naval supply room.

It Pays to be Frank in Business

WHEN SO MANY HOUSES ARE ADVERTISING IN THE MOST ABSURD WAY USING NOTHING BUT FLOWERY PHRASES WHICH FOOL NO ONE, THE ANNOUNCEMENT OF A SINCERE STORE STANDS OUT LIKE A BEACON LIGHT.

"WHY are you so frank in your business matters?" asked one merchant of another recently. "I have examined your advertising copy, for instance, and always notice that you put yourself out of the way to tell some frank things about your goods which I really think would better remain unsaid. Just why do you follow this method?"

"Because it pays," laconically replied the second merchant. "Because the average purchaser prefers to buy from a concern whose merchandise lives up to their description of it, and whose policy is open and above board, without a suspicion of duplicity. When so many institutions are advertising in the most absurd kind of way, with nothing but flowery phrases which fool no one, the announcement of a sincere store stands out like a white spot on a black ground."

And one of the factors which seems to promote the growth of misleading advertising is the bargain sale. This has always been a great bone of contention among the brightest sales minds of the country, and for a while it seemed that the bargain sale had died a natural and much desired death, but within the past year or so, for some reason or other, it has cropped forth again. The following pertinent discussion makes clear the position of the merchant who is not frank, and gives an interesting sidelight on the duplicity of the bargain sale.

Among the exact sciences it might be well to classify the knack of reading intelligently and accurately the "bargain" listings that we see these days in the catalogs of mail order houses and in the advertisements of certain big-city department and chain stores. It looks simple enough to pick out a sure-enough bargain, but by the time we have read the "ad," visited the store (or received a response to our mail order), and finally put the goods away in the old bureau drawer, we are apt to think deeply of the adventure of Joe Dupree, the French-Canadian who was impelled by curiosity one night to drop in at a meeting of a society of Spiritists.

At first Joe was inclined to be bored. He had never heard any mysterious night rappings and, in his excitable Gallic way, was anxious not to. But at a certain point in the proceedings he suddenly betrayed the liveliest interest in the chairman's remarks.

"At the conclusion of the meeting," that functionary was saying in none too clear a voice, "I shall be glad to hear the report of any member of the society who has been interrupted in his slumbers by the ghost of any of his family or neighbors."

And from the back of the hall Joe clamored to be heard. "Am I to understand," asked the chairman, "that you have lately been visited by a ghost?"

"A what?" queried Joe.

"A ghost—a spirit."

"O!" exclaimed Joe, much abashed. "I t'ink you say a goat."

In much the same manner we "lose our goat" to the versatile big-city advertising man who informs us that his store is selling bath robes "at \$1.35 instead of \$5.35." Who would have the courage to resist an appeal of this

nature? And, while the salesman is wrapping up the garment of luxury, we ask him how long ago it was on sale at \$5.35. And (sometimes) with commendable frankness the knight of the counter explains that the robes never have actually sold at \$5.35, but that in the opinion of the department buyer, they are well worth that figure. The fact that this particular brand of bath robe has never before commanded a greater price than \$1.25 or so should not lead us to suppose that it is not worth more, should it?

Of course it is simpler for the advertising man to state that the robe is selling "for \$1.35 instead of \$5.35" than to go through the formality of pointing out that the regular price of \$1.25 is altogether too low in his estimation or to inform the public that the store is offering the robe "for \$1.35 rather than accept a peck of peanuts in exchange for it."

And when the same "clever" advertising man, with the same commendable obscurity of verbiage, informs us that we may procure at his store the famous "A. B. C. style" shirt for \$1.12, we can hardly be expected to reason out in advance that he has in mind the less famous "X. Y. Z." shirt, which in a general way is constructed on the "style" of the "A. B. C." \$2.00 shirt (in that it has a tail and a collar and buttons up the front rather than sidewise), but which, through a freak of the market, has never in the world sold for more than a dollar flat.

Universities are outdoing one another these days, introducing new courses and hitherto undreamed of departments of learning. Why, then, not a course for the "minute study and microscopic dissection of the catalog and big-city-department-store advertisement?" Perhaps such a venture would save many a Joe Dupree of a coming generation the "losing of his goat."

AMERICA HAS UNLIMITED KAOLIN DEPOSITS

NEARLY all the chinaware used in the United States is either imported or made from imported materials, chief of which is china clay or kaolin. And this in the face of the report of the U. S. Bureau of Mines that there is enough kaolin of the finest quality in the mountains of the southern Appalachian region to supply the material for nearly all the product needed for domestic consumption.

Notwithstanding the nearness of an accessible supply of raw material for the making of china and other white ware, American manufacturers are today sending abroad and buying nearly 30,000 tons of kaolin, which cost more than \$200,000. This displaces a like amount of domestic raw material which experts say has no superior if properly handled. Besides buying large quantities of the raw material, this country is importing annually finished china and porcelain ware valued at approximately \$10,000,000, a large part of which it is said could be saved if manufacturers made use of the domestic kaolin.

The color of the domestic china clay is said by a government investigator who looked over the southern Appalachian deposits, to be excellent and fit to produce china of the highest quality.

News from the Potteries

GRAFTON, W. VA.—Negotiations have just been consummated between business men and manufacturers that will bring another large industrial plant to this city; the Consolidated Manufacturing Company of East Liverpool, Ohio, planning to erect a modern pottery plant here immediately. The factory will be a one story affair, six hundred and fifty by one hundred and eighty feet. It is anticipated that the new plant will have an annual output of approximately \$300,000 and a weekly payroll that will average \$6,500. Two hundred and fifty men will be needed to properly operate the factory. The Consolidated Manufacturing Company will receive a bonus of \$37,500 in addition to other inducements. The factory which will add greatly to the business interests of Grafton, was secured for the city through the efforts of the business men selling city lots to meet the bonus figures. The sale started on a Saturday night and by noon Monday the majority of the fund had been raised.

* * *

Chicago, Ill.—One of the most recent incorporations in Illinois is the granting of articles to the Schmidt Ceramic Chemical Company of Chicago, with a capital stock of \$100,000. The company deals in ceramic colors, pottery and other allied articles. Francis A. Harper, E. W. Clark and H. C. Petersen are the incorporators.

* * *

Roodhouse, Ill.—The local pottery plant is working up to its capacity at the present time, Manager Lessell making things hum in a manner not dreamed of in past years. The main difficulty encountered now is to produce the goods fast enough to supply the demand. Recently an addition, forty-six by twenty feet was erected, which increased the capacity somewhat.

* * *

Newell, W. Va.—With the starting of the two new fifteen kiln potteries located here this month, the Ohio and West Virginia pottery district takes a long stride ahead, increasing the kiln capacity of the western district by thirty kilns. Steam had been up in both plants since the latter part of October, while the Homer Laughlin Co. mold shop has been busy for sometime making blocks and cases. An English type of pug mill has supplanted the mills used heretofore and are expected to prove more satisfactory than previous mills used in the Laughlin plant. Starting of the Laughlin unit of fifteen kilns will make the company the largest general ware producers in the

world, having a combined capacity of seventy-nine kilns, of which thirty-two are located in the East End district of East Liverpool, Ohio. A thirty-two kiln plant in Newell, W. Va., has been in operation for several years. The Edwin M. Knowles China Co., of Chester, who own the other new fifteen kiln plant, are reported to be considering the advisability of adding three more kilns to their Chester plant, which will then give them an eleven kiln capacity at Chester, a total of twenty-six kilns. All the machinery in these new potteries are individual electric drive, making them the only plants in the western pottery district so equipped. Power for the machines will be manufactured by the companies themselves.

* * *

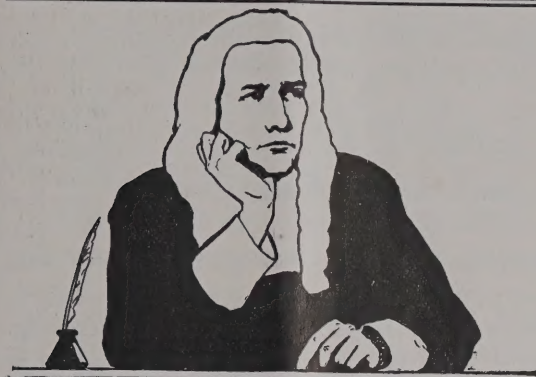
Newell, W. Va.—The Novelty Clay Forming Co., of this city, manufacturers of porcelain gas rings and tips for gas mantles and tubing have been incorporated with a capital stock of \$25,000. The business was formerly operated in East Liverpool, Ohio, but for the past year has been located in their new plant.

* * *

Cincinnati, Ohio.—Manufacturers and their agents located in this section plan to maintain a permanent exhibit of pottery in Cincinnati, and with that end in view have asked the United States Potters' Association to make the collection and forward it to Cincinnati where it will be permanently maintained. Everything in the pottery line is desired, both sanitary, tableware and cooking ware. The exhibit will be the only one of its kind in the country outside of that at Washington, D. C.

* * *

Los Angeles, Cal.—The Pacific China Manufacturing Company, of this city, has been formed to erect a modern pottery plant at Burbank, Cal., and manufacture the finest grades of china, hotel and restaurant ware. Native materials will be those chiefly, experiments showing that an excellent product can be made. The demand for this class of ware along the rapidly growing Pacific coast states is enormous and the promoters believe that their supply can be readily disposed of. The direction and management of the factory will be under the supervision of Theodore Dittell, who has had many years' experience in china and earthenware factories in Germany, Italy and America. Los Angeles business men are behind the company, which will start with a two-kiln plant; the estimated cost will be in the neighborhood of \$50,000. Two more kilns are anticipated as soon as operations commence.



Practical Law for the Buyer and the Seller

A department devoted to a discussion of the various legal matters that are constantly confronting the man in business; opinions rendered are based upon actual decisions.

Written by Elton J. Buckley.

I HAVE written considerable during the course of these articles about insurance law, and the practical questions which arise under it in the course of actual business. I think sometimes I may be writing too much about it, although I know of no other subject which is of more importance; no other phase of self-protection as to which it is more vital that a business man should clearly know his legal duties. I have been in hope that by devoting special attention to the subject I might be the means of somebody paying more attention first to the conditions of his policy, and second to complying with those conditions if he has a fire. I am speaking exclusively of fire insurance now, particularly insurance on stock, fixtures and personal property in and around a business house. Policies on such property as that always contain more conditions than any other, and probably seven times out of ten they are the policies on which business men slip up and have to go into court, with most of the chances against them.

As I have previously explained, all the large fire insurance companies, and nearly all the small ones, use what is termed a uniform policy; to put it simpler, they all use the same form of policy. I want to say something in this article about one provision in this policy which was at the bottom of a case that has just been decided by the highest court of the State in which it occurred. Since it is based upon a provision of a policy which is in use in all the States, it has the same relevancy in one State as in another.

The provision I refer to is this:

If fire occurs, the insured shall give immediate notice of any loss thereby in writing to this company, protect the property from further damage, forthwith separate the damaged and undamaged personal property, put it in the best possible order, make a complete inventory of the same, stating the quantity and cost of each article and the amount claimed thereon, and within sixty days after the fire, unless such time is extended in writing by this company, shall render a statement to this company, signed to and sworn to by the said insured, stating the knowledge and belief of the insured as to the time and origin of the fire, in the interest of the insured and of all others in the property, and cash value of each item thereof and the amount of loss thereon.

This policy is always used for insurance on a stock of merchandise, and it was used in the case I am re-

ferring to. It will be noted that here are several specific things, all of them particular and some of them difficult, which a man must do before he can collect upon his policy. Nobody can carry these things in his mind against the time of fire. I always advise my own clients to sit down the very day they take an insurance policy, and go slowly and carefully over it, noting down in writing the things they must do, as to the care of their goods, etc., before a fire, and as to filing and collecting the claim, after a fire. This schedule of duties should be kept accessible and should be followed step by step when the need arises.

Considering now the case I have referred to, the plaintiffs were a firm of merchants who had been unable to collect from an insurance company the amount of their insurance on stock and fixtures. The company said they had not complied with the provision above reproduced. The facts were as follows:

Within sixty days after the fire the merchants rendered statements to the insurance company, signed and sworn to by them, stating their knowledge and belief as to the time and origin of the fire, the interest of themselves and others in the property, the cash value thereof and the amount of loss thereon. These proofs of loss were received by the various companies March 10th, and remained in their possession. The fire occurred February 7th, so that the proofs were made and received within the required sixty days. Prior to the time of furnishing the proofs of loss the insurance company sent special adjusters to the scene of the fire for the purpose of inspecting the goods and making reports as to the amount of the loss. The merchants complied with all requests of the adjusters for information relating to the quantity and cost of the goods on hand at the time of the fire so far as they could furnish the same from their own knowledge or could obtain such information from others who had sold them goods within a reasonable time prior to the loss. They were asked to furnish duplicate invoices of all purchases made by them from January 1st to the date of the fire, and they made an effort to comply with this request of the adjusters.

Thus the situation remained until April 24th, forty-

POTTERY AND GLASS

five days after the proofs of loss were furnished, when the company wrote the merchants that their proofs of loss were rejected because of failure to comply with the conditions, stipulations and requirements of the insurance contract. In the letter it was pointed out that the clause of the policy above quoted required the insured to furnish a complete inventory of the property, stating the quantity and cost of each article and the amount claimed thereon, and that the proofs submitted were insufficient to meet these requirements. The insurance company's position was highly technical, and not very generous, but it is quite typical of the attitude of insurance companies whenever they see that the carelessness of some insured person gives them a loophole of escape.

The lower court before which this case was tried gave judgment for the plaintiffs for the full amount of their policy. The insurance company appealed, but lost again. The judges of the appeal court went thoroughly into the meaning and requirements of the provision above reproduced, and then explained what the law would consider full compliance. The words of the court on this point afford exceedingly valuable information to every business man who carried insurance on his stock and fixtures. I reproduce them in part here:

The single question remaining for consideration here is whether under all the circumstances the right of the insured to recover for his loss is defeated because he failed to furnish an inventory stating the quantity and cost of each article of damaged merchandise on hand at the time of the fire and the amount claimed thereon. In this connection it should be observed that this provision of the policy has reference to the duty of the insured after the fire. It is his duty to protect the property from further damage, to separate the damaged from the undamaged merchandise, to put it in the best possible order, and then make a complete inventory of the same, that is, the damaged property remaining. In the very nature of things it could not be that the parties to the insurance contract intended this inventory to contain an itemized statement of each article of merchandise in the store at the time of the fire, because many of the articles were destroyed by the fire, and no one could with accuracy make an inventory of every article destroyed. The intention of the parties must necessarily govern in the construction of all contracts and it will never be presumed that persons occupying a contractual relation intend that an impossible thing shall be done. It is a general rule that a policy of insurance should be construed most strongly against the insurance company, and in all cases of doubt the contract is to be interpreted in favor of the insured. Where the insured acts in good faith and discloses such information as the insurance company requests, the contract should be liberally construed in aid of the indemnity which was in contemplation of the parties who made it. It is certainly not necessary in every case to report all the items in detail which constitute the loss. It may be entirely out of the power of the assured to do so. His books and papers may have been destroyed by the fire. But every person assured must be presumed to know enough to be able to remember some particulars, or to give a description, if it do not descend to details of the different kinds and value of the articles. In the present case the insured did remember many of the particulars and did make a general inventory of the damaged goods after the fire. In addition he furnished the adjusters upon request much information as to invoices and purchases prior to the fire. Under all the circumstances of the present case we are of opinion that the right of the insured to recover the amount of his loss was not de-

feated by his failure to submit with his proofs of loss an inventory containing an itemized statement of each article in his store where the fire occurred, with the exact cost and quantity. This is especially true in view of the fact that no objection was made to the sufficiency of the proofs until forty-five days after the same had been in the possession of the appellant. An insurance company which retains proofs of loss without objection for over a month will be presumed to have waived defects. (Copyright September, 1913, by Elton J. Buckley.)

WEST VIRGINIA THIRD IN POTTERY PRODUCTION

THE importance of the pottery industry in West Virginia is overlooked by many of the residents of the Little Mountain State, and this is indeed a lamentable fact, as the State now ranks third among the pottery producing states in the Union.

The par excellence of West Virginia clays has come to be recognized far and wide, and consequently the state is dotted here and there with large, modern and prosperous industries where this easily obtained raw material is used up in the manufacture of finished products.

A fair conception of the growth of the pottery industry in the state is had in the fact that during the ten-year period from 1900 to 1910 the value of all pottery products increased from \$631,841 to the enormous sum of \$2,675,558. Think of that monstrous gain made in ten years! It amounts to approximately 323 per cent.

It also has the distinction of having the largest and most modern pottery in the world, at Newell, located near the extremity of the Northern Pan Handle. This pottery is attracting attention from potters all over the country, as it is so far advanced in ideas and construction that it will take some of the others ten years to catch up.

Despite the recent rapid growth of the industry, there is still much room for development. When considering the wonderful qualities of the clays to be found here, the abundance of fuel, both coal and gas, the unexcelled shipping facilities and the advantages of water transportation for operating purposes, it is to be wondered at that West Virginia is not first in the industry, instead of third.

However, the capitalists of the state, as well as from other states, are awakening to a realization of the great opportunities that exist here for the development of the pottery industry and are beginning to grasp them.

PAY FINE FOR VIOLATING INTER-STATE LAW

THE wholesale druggist firm of Elmer & Amend were recently found guilty of violating the Inter-State Commerce law in the United States Court and fined \$300 by Justice Hunt. Their offense was shipping chemical apparatus as glassware and thereby getting a lower freight rate. The attorney for the firm explained that this was due to an error of the shipping clerk, but the excuse did not hold with the court.

Among the Glass Houses

CONNELLSVILLE, PA.—R. W. Anderson, of Pittsburgh, Pa., was elected president to succeed D. A. Ripley at a meeting of the directors of the Ripley Glass Company. Mr. Ripley will continue with the company, however, as vice president. Mr. Anderson was formerly connected with the Carbon Steel Co. of Pittsburgh and the Illinois Steel Company of Chicago. In the future he will devote his entire time to his glass interests.

* * *

Findlay, Ohio.—Since moving to this city about the first of the year the Findlay Cut Glass Company have doubled the capacity of their plant. J. L. Randall, the president of the concern, states that the company has had a steady run for the past nine months and there are plenty of orders on the books to keep them busy for the remainder of the year. They cut lime glass pressed blanks exclusively and produce a line of nappies, jugs, tumblers, etc.

* * *

Tiffin, Ohio.—The business of the Ohio Cut Glass Company of this city, which closed down last month, has been purchased by Close Bros., of Tiffin. Close Bros. formerly operated the Tiffin Cut Glass Works and are getting things in shape to operate their new acquisition at once.

* * *

Williamstown, W. Va.—The Fenton Art Glass Co. of this place is developing quite an export business. During one week in October they shipped three carloads of iridescent and decorated ware to London, England, and two carloads of a similar nature to Paris, France. The demand abroad for American glassware of this nature is steadily increasing.

* * *

New York, N. Y.—Among the recent incorporations at Albany was the National Smelting and Refining Corporation. This company with headquarters in Manhattan, besides smelting and refining ores, metals, etc., deals in jewelry and ornaments, glassware, crockery and silks. It is capitalized at \$10,000. The incorporators are Leopold Strasser, Bertha Strasser and Samuel Meirowitz, all of New York City.

* * *

Chicago, Ill.—The Crown Cut Glass Company of this city has been incorporated as a general merchandise and sales company with a capital stock of \$25,-

000. The incorporators are James J. Kelly, James F. Burns and John A. Burke.

* * *

Jeannette, Pa.—The McKee Glass Company is installing an up-to-date gas producer plant at their factory here. Excavations were made for a building sixty by one hundred feet, in which three gas producers will be erected with a capacity large enough to run the factory. A gas tank of steel, fifty-five feet in diameter and seventy-six feet in height will also be erected, which will have a capacity for 100,000 cubic feet of gas. The coal and cinders will be handled automatically. A tram road, which will run from the producer plant across the creek to the lowlands, is also a part of the plans. The filled in land can later be used for additional factory buildings. The McKee Glass Co. have added another 16-pot furnace to their already large capacity and are operating 54 frames in their cutting department, which is in excess of any previous production. The moldmakers are working overtime developing new ideas and styles in glassware for the annual January display. Their two newest lines are the Glentec and Bontec.

* * *

Pittsburgh, Pa.—At the re-organization of the directors of the United States Glass Company held last month the old officers, as follows, were re-elected for the ensuing year: Marion G. Bryce, president; Ernst Nickel, secretary and treasurer; Harvey Wilson, assistant secretary and treasurer.

* * *

Bellaire, Ohio.—At the annual meeting of the board of directors of the Imperial Glass Company, held last month, a dividend of one and a half per cent was declared payable to stockholders of record September 24, 1913.

* * *

Toledo, Ohio.—The Corona Cut Glass Company, who established a plant in this city about a year ago, at the corner of Erie and Jackson Streets, have discontinued the cutting of heavy ware and are now making a specialty of light cut glass. J. J. Condon, the secretary of the concern, reports that during the latter part of October they were running but fifteen frames, which has been materially increased during the past two weeks. The light ware line consists of stemware, tumblers, custards, sugars, creams, etc.

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

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METAL AND ALLIED INDUSTRIES

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DESIGN PIRACY.

Elsewhere in this issue we print an article on the very timely topic of design piracy that is of more than passing interest to the glass and pottery trades in general, and of exceeding importance to the producing factories in particular. No one sanctions out and out stealing, and no one, that we can discover, sanctions design piracy in any of its various phases. The excuse which has been offered for the practice heretofore, has been based on the grounds of common law—all are guilty of it. One factory brings out a new design and others copy it, so, reasons the first man, why can't I in turn copy the styles of those who copy from me. Two wrongs, however, don't make a right, and in this case those who have to do with designs have gone from bad to worse till now things are in a sorry plight. From common rumor comes the consoling inference that the dark cloud is about to show its silver lining, and in a short time we confidently hope, design piracy will take its place in that particular closet set apart for the family skeletons of the pottery and glass trades.

THE TRADE PAPER AND THE RETAILER

Good resolutions ought to come with the beginning of a new year. It is the time to subscribe for and read the trade papers. When a merchant says that he has no time to read his trade paper he belittles his own ability. What is he doing that he has no time to inform himself on the topics of his trade? Is he sweeping out his store or wrapping up goods or

dusting stock or cleaning off his sidewalk or doing any other of the thousand and one duties that ought to be entrusted to a five-dollar-a-week boy? If so, he is wasting time that might well be devoted to more productive work. He is probably the same merchant who does not advertise because he has no time to prepare the ads, or in whose space in the local paper will be found an advertisement of a refrigerator in winter or a heating stove in summer. The retailer who is the real brains of his establishment will delegate all small work to the employees and will devote his own time to management—which includes keeping abreast of the times by reading the trade papers.

Running a store by sitting at a desk may seem impracticable to the average retailer, and no doubt it is, for him, but that is the way all great stores are managed. Giving to each employee some definite work and responsibility and holding him to it is far better than attempting to do the work for him. The proprietor should be the manager; he loses the respect of his employees in proportion as he loses his grip on the management of his business. On him devolves the "head work"; let others do the hand work so far as possible. If a merchant is not superior to his clerks in mental equipment and will power, by what right is he the proprietor? He may become the victim of unfavorable circumstances and lose his money, but if he has the ability to succeed he will rise to the top again; if, on the contrary, he has money without ability, a financial reverse will put him in a position from which he can never recover.

The merchant who subscribes to and reads the trade papers in his line will not lack for ideas, and will soon learn to drive his business and not let it drive him.

LOESER & CO. ELECT NEW PRESIDENT

HERBERT LEE PRATT, a member of one of the oldest and most prominent families of Brooklyn, recently became the president of Frederick Loeser & Co., Brooklyn, N. Y., for many years one of that borough's largest mercantile enterprises. Mr. Pratt was a special partner in the firm before it became a corporation. His wife is a daughter of the late John Gibb, and as president of the company he is a representative of the controlling interests in the business, and assures to it a continuance of the Gibb support.

Ernest J. Hanford, William G. Cooper and Walter Hammitt were elected vice-presidents of the company. For many years they have been active in the management and the business will be continued under their active direction without any change in the progressive policy that has marked the store from its beginning.

William V. Hester has been added to the directorate, which now stands as follows: Herbert L. Pratt, Ernest J. Hanford, William G. Cooper, Walter Hammitt, Albert E. Lamb, Alden S. Swan, and William V. Hester.

Practical Science Department

Edited by Prof. Charles F. Binns

A NEW PYROMETER—AN INTERESTING PAPER DISCUSSING THE QUALITIES OF A NEW PYROMETER FOR REGISTERING THE TEMPERATURES OF INCANDESCENT BODIES, FURNACES, METALS, ETC., BY J. W. LORIBOND.

This article is reprinted from Volume XI. of the Transactions of the English Ceramic Society

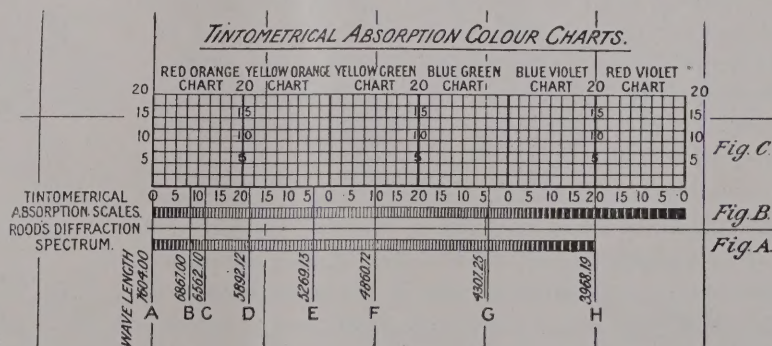
WHEN I last had the honor of appearing before your Society I sketched an idea then in my mind for a pyrometer for registering the temperatures of incandescent bodies, furnaces, metals and such like. At that time I had only assured myself that the colors of incandescent bodies could be matched by means of my mechanical color scales, but the difficulty was a suitable standard light. The standard candle of the London Gas Referees, which had been used when daylight was not available, was too limited in luminous intensity, and its color was another objection for this purpose. The light now adopted is the 4-volt ignition motor battery; it should not, however, be used for the first twelve hours after charging. It is then found reliable for 30 hours' use, the nominal term of luminous light being 43 hours. There was also another difficulty which had to be overcome, that of holding the instrument steady. I have now designed a tripod which is absolutely rigid, and the whole apparatus stands on a table. The patent of the apparatus is this: We have a right angle tube, with the angle cut at 45°. In that angle is inserted a reflector, so that the image of the furnace from any point passes through the objective end of the tube to the reflector and thence to the eye-piece. On the other side we have the standard light, which is broken up by means of the standard glasses, which have previously been correlated to definite degrees of temperature. After my few remarks I propose to make a demonstration in order to show you that we have really got command of the furnace temperatures. Now, while standardizing these colors of temperatures it became evident that we had command of the ray composition of the temperatures, but the case was not put in any organized form.

Then a number of temperatures were collected—whenever a furnace could be got for observation, measurements were made—at first regardless of pyrometer readings. In this way a large number of measured temperatures were secured, irrespective of any scale. I then went to Sheffield, where some friends gave me access to a number of furnaces, the temperature of which were determined by Fery's pyrometer. The range of temperatures at each furnace was necessarily limited, and they frequently overlapped. The coincidences of the

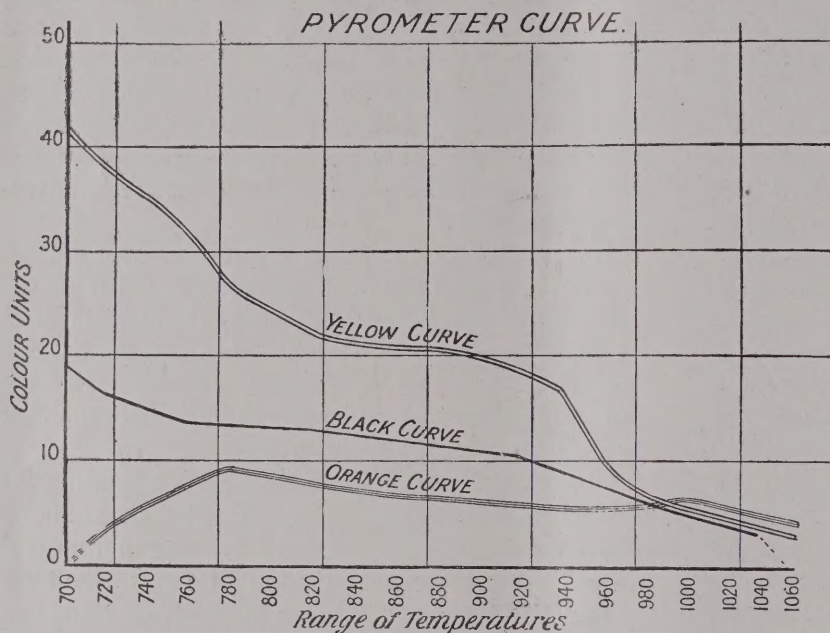
overlappings proved useful for verifying the correctness of the readings. These were then plotted into curves, showing a range of temperatures from 700° to 1060° C., which was the highest point measureable by the 4-volt light. It was found that even the earliest readings, with few exceptions, found their temperature positions in these curves. The whole scale was then verified at the Finsbury Technical School, where there is special apparatus for standardizing pyrometers.

For temperatures between the standardized ten degrees, and therefore not in accord with either of the glass equivalents furnished, a mental estimation must be made between the standard above and the one below visual truth; but, if required, a separate standard can be made for any single degree, from data supplied by the tabulated curve measurements.

I have always been faced with a great difficulty in dealing with these standards. I tell you, candidly, they have not yet been accepted by many pure scientists. On the other hand, the practical men, who have to deal with colors in relation to value, do recognize them, and as evidence they are now used in over 1,000 laboratories. I quite recognize that upon myself rests the onus of demonstrating the practical value of the system as compared with the theoretical value of the pure science system based on the colors as at present taught. The difficulty I refer to is this: The pure scientist brings my standards to be tested by spectrum of a direct light (generally the electric arc), more intense than the diffused daylight by means of which the scales were graded, holding that the spectrum is the only true source of pure color, and accepting a statement (which I consider is not based on fact) that the spectrum commands all colors. I have sketched a diagram showing the points I have in my mind. To my



thinking it is utterly hopeless to rely on the spectrum, for with it there is a serious deficiency in color range. The unequal distribution—the undue crowding of colors at the red end, and the expansion of colors at the violet end—is fatal to actual work. The colors are so crowded together, that when you come to deal with the whole range of daylight colors, there is not a sufficient area for for practical work of any single color in the whole spectrum. Taking an area of, say, in eighth of an inch out of a given spectrum, you have as many colors as wave lengths, and the colors are graduated from one side of the slit to the other, so



that there is no definite point for the eye to rest upon, and my experience of a gradual range of color, without breaks, is that it is impossible to fix upon any given spot. Even the attempt is distracting. That is a point found in common with all spectrum and taper scales without stops.

There is an ideal alternative in the diffraction spectrum, because it divides the spectrum colors into equal divisions, consequently there is no undue crowding or expansion. Twenty-four years ago I arrived at divisions in my tintometrical standards, which prove to be in exact harmony with Rood's more recent diffraction spectrum, in which use is made of twenty units in six different color combinations. Thus there are one hundred divisions in the scale from *A* to *H*, that is to say, from the red to the violet. My scale has twenty divisions, with its fractions, of course, and it is very convenient that I am able to put my scale into Rood's diffraction spectrum, showing the same wave lengths intersecting similar colors. Here is Rood's diffraction spectrum and here is my scale.

It is a physiological fact that you cannot see more than two colors simultaneously in the same beam of light, that is to say, if you see a green and a yellow, no matter in what proportion, you cannot see any

other color. This permits the division of the spectrum into what I have called "visual sections"—red-orange, yellow-orange, yellow-green, blue-green, blue-violet and red-violet. Now when we deal with the spectrum colors we have a rigid line of overlapping colors, and the overlapping colors begin with twenty of yellow, and taper off to zero at the green, giving a scale of yellow-greens. The numerical value of the two overlapping colors at any given point must equal twenty. I can illustrate this by taking the D line. The D line by my method measures eleven of orange and nine of yellow. Neither of these numbers can have any

other spectrum combination but nine of yellow and eleven of orange, making altogether twenty. But, as a matter of fact, when one comes to deal with the matter from an artistic point of view, eleven of orange is combinable with any proportion of yellow, and nine of yellow with any proportion of orange, and such variations from a total of twenty must be represented in the spectrum by two separate wave lengths. It would be a matter of the merest accident—one in thousands I was going to say—if you succeeded in hitting the exact spectrum color. Now I think that excludes the spectrum for standardizing purposes. It is quite true that you can make certain colors by taking a division from one part and a division from another, and blending the two—but that is not standardizing.

It is simply taking two complex colors, blending them, and getting a complex light of which the preponderating ray gives a tinge of color. You cannot get a pure color that way. It is impossible in such a complex beam. It is so hopeless, when you come to deal with it in practice, that it is a marvel to me how the idea came to be accepted that the spectrum can be used for standardizing purposes. I can only conclude that the idea has gained acceptance upon purely theoretical grounds, and that no real work has ever been done by it.

PARAGRAPHS FOR THE RETAILERS

If you are not genuinely interested in your work you will never be a success at it. No one can do anything well and do it half-heartedly.

The store in which there is no team work between employer and employees is a store where people find it difficult to get proper treatment.

In learning salesmanship don't confine yourself to the study of the theory. Get right into the harness and learn from practical experience.



Business and Personal Items About Prominent People in the Different Branches of the Trade

B. TOMBY has enlarged his branch office at 164 King Street West, Toronto, with William A. Hall in charge, where he displays the Reinhold Schlegelmilch fancy chinaware.

E. D. Bartholomew, for some time past buyer of china and glass for the B. Nugent & Bro. store, St. Louis, Mo., has severed his connections. He has as yet made no announcement of his plans for the future.

Fondeville & Van Iderstine, New York, have engaged Edward Butler, formerly in the crockery importing business, and he is now on the road with their new import samples.

Daniel H. Stoehr, manager of the Chicago office of the Pittsburgh Lamp, Brass & Glass Company, died in a local hospital after an operation, on October 22. Mr. Stoehr was known to many in the trade, his connection with the glass manufacturing and selling end of the business being lifelong. His passing was untimely and is greatly regretted in the trade. He was in his fifty-second year.

Charles E. Haviland sailed for France, Saturday, November 1, on the s. s. *Imperator*. Mr. Haviland was here on his annual visit to his American headquarters.

The biggest man in East Aurora, Ill., up to the time of the World's Series base ball games was Elbert Hubbard. After the Athletics had taken the scalp of the esteemed Giants, "Wally" Schang was it. After Schang came Lew H. Bowen, of the Buffalo Pottery. Mr. Bowen and Schang came into their own at a dinner given in honor of the returning "native son" when three hundred of the prominent fans present sang a number of verses set to popular airs to "Wally" that had been written by Mr. Bowen. The dinner was given in Roycroft Inn, October 21, with Elbert Hubbard as toastmaster. Mr. Bowen is a fan of the first water and composed the verses of welcome to the home-run hitting catcher that were the feature of the occasion. Besides being a follower of the national game, Mr. Bowen is also a poultry fancier, and exhibits with pride blue ribbons his entries have taken at

all the leading shows. He intends to exhibit in New York next month.

Frank W. Primrose, until recently a cut glass salesman, has joined the force of J. J. Hines, New York, and is now in Canada selling the Blakeman & Henderson line of decorated French china.

G. M. Minard, until recently in charge of the crockery department for G. M. McKelsey & Co., Youngstown, Ohio, and prior to that assistant to J. H. Harris, of Greenhut-Siegel Cooper Co., New York, is now with L. Bamberger & Co., Newark, N. J., under W. G. Bendikt.

H. Bendikt, the New York manufacturers' representative, has just returned from a ten-day trip to the pottery centres of Ohio and West Virginia. Mr. Bendikt visited the various manufacturers whose lines he carries in New York.

A. J. Fondeville, of Fondeville & Van Iderstine, returned from a trip abroad on the s. s. *Philadelphia*, the latter part of October.

The L. H. Bock Selling Company, Denver, Colo., factory agents and jobbers, have succeeded to the china, glassware and lamp business formerly operated as The Bernard Crockery Company, of the same city, the latter firm having discontinued business on October 15 last.

The International Art Shade Company, Chicago, Ill., has incorporated with a capital stock of \$5,000. They manufacture and deal in art glass domes, portable shades, etc.

L. H. Lightner, for the past year in charge of the New York office of the S. A. Weller Pottery, Zanesville, Ohio, will sever his connection with that concern the last of this month. Mr. Lightner will re-enter the electrical field, with which he was connected prior to his present engagement.

Arthur Leisurer is managing and buying for the recently added china and glassware department in the store of G. C. Mills, Champaign, Ill.

Benjamin F. Dutton, for many years the head of

POTTERY AND GLASS

the great store of Houghton & Dutton Co., Boston, Mass., celebrated his eighty-second birthday recently. Mr. Dutton still enjoys good health and visits his office almost daily.

Ray Livermore, a well known Pacific Coast salesman, has joined the L. J. Navra Company, Seattle, Washington, and will represent them with sample rooms at Portland, Oregon. Samples of a middleweight cut glass firm and pressed tableware and blown glass lines of two eastern glass factories are shown.

J. J. Jacklin has succeeded Leon Moses as buyer of china and glass and housefurnishings for the Boston Store, Milwaukee. Mr. Moses is now in the East buying the opening stock for the new Kaufman-Baer Store, Pittsburgh, Pa., with whom he has engaged.

Richie & Co., Atlanta, Georgia, have appointed Mr. Sheehan buyer for their china and glass department. He is a man of wide experience, and for some time past has been with the Kaufman & Straus Co., Louisville, Ky.

The H. C. Fry Glass Products Company, of Rochester, Pa., has increased its capital from \$300,000 to \$1,200,000. Edward T. Davis is secretary.

A charter has been granted the Darlington Clay Products Company, of Ridgway, Pa. Its capital is \$25,000. The incorporators are J. P. Fiske, Newton, Mass.; T. W. Pierce, Topsfield, Mass., and J. G. Whitmore, Ridgway.

T. Attridge, lamp buyer for Gimbel Bros.' New York store, returned to his desk last week after a short health trip, feeling greatly improved.

WHAT OTHER COUNTRIES ARE DOING

The British Consular Report for 1912 states that the pottery and glass trade of Milan suffered from the closing of the Levant markets and possibly from German competition. It appears that, notwithstanding the duties leviable and the most of transport, German manufacturers can sell at better prices than Italian manufacturers. The glass industry is still struggling against adverse circumstances, and unsold stocks and foreign competition in many articles make the situation difficult.

* * *

Of the imports of glassware into British North Borneo the United Kingdom accounts for 50 per cent., but Germany is slowly gaining ground. As regards earthenware and crockery (32 per cent. from the United Kingdom), China is the chief competitor. The bulk of the population being Chinese, naturally the

tendency is to favor the sale of Chinese articles, but this is only on account of cheapness, and the fact that the goods are more adapted to Chinese tastes.

* * *

The first glass works to be set up in Denmark has been erected by the Aktieselskabet Kronborg Dansk Vindues Glasværk, at Elsinore, near Copenhagen. The establishment of the company is stated to have been attended with considerable difficulty, owing to the opposition of competitors in neighboring countries. The works employ seventy glass blowers and others, working day and night shifts of eight hours each. The large blast furnace has a capacity of nearly two hundred tons of glass metal.

CUT GLASS MANUFACTURERS TO CONVENE AND DINE IN NEW YORK

THE annual meeting of the National Association of Cut Glass Manufacturers will be held in New York City Wednesday and Thursday, November 19 and 20, at the New Grand Hotel. The convention will come to a culmination on the evening of the twentieth with a banquet, which will be held at the Hotel Imperial. The details of both the meeting and the banquet are in the hands of the executive committee, and as far as known now the guests will gather at the New Grand Hotel and go over to the Imperial in a body. The banquet will be held at about seven o'clock. An enthusiastic gathering is anticipated at both functions, for the membership in the association has been materially increased during the past year, due largely to the efforts of the energetic officials.

LEWIS & SON MOVE CHINA DEPARTMENT

IN order to bring their stock of china, glassware, etc., in closer touch with the shopping public, A. T. Lewis & Son, Denver, Colorado, have moved to a new location on the mezzanine floor. Heretofore the department was in the store basement. The change was announced through the local press with a special sale of over one thousand pieces of cut glass. The department is now located where the busy shopper cannot fail to see it and the stocks have been increased by the addition of several new dinnerware patterns, open-stock, as well as a new line of fancy Limoges, Austrian and Japanese chinaware.

Success makes enemies. Pay no attention to criticism, forge ahead. Don't be sensitive. Slander means success, failure sympathy.

Merely having good goods for sale at right prices will not build up a business. The public must be told about them and told constantly.

It may be that you haven't more troubles than others but that you have more time to think about them.

In the New York Market

A Description of Seasonable and Staple Novelties That Have Lately Made Their Appearance and Where to Get Them

THE already large display of pottery from the plant of the Brush-McCoy Pottery Co., Zanesville, Ohio, shown at the warerooms of Cox & Lafferty, New York City, has been augmented during the past two weeks by the addition of a special line of odd shaped vases in various sizes. The new pieces are decorated in the "Navarre" faience style heretofore shown on a line of jardinieres, pedestals and ferns only. The decoration is white on a matt green ground. Besides the "Navarre" vases there are a line of unique vases called the "Cleo," which are not unlike old Indian vases, both in shape and decorative motifs. A small line of candlesticks with Old Dutch decorations on a beautiful creamy white surface is also very attractive. To their line of blended ware they have added a number of jardinieres, the distinguishing feature of which is a large Grecian key border. This line is called the "Multi colored." The pottery is now busy getting out many new additions to the line, samples of which are expected at the New York showrooms about the first of the year.

* * *

Border decorations predominate in the new line of dinnerware now being displayed at the salesrooms of Hugh C. Edmiston; some very pretty sprays and a few conventionals are also shown. The two most popular shapes offered the trade this season are the "Premier," a plain shape, and the "Majestic," with fancy edge. The Crown Staffordshire Pottery Company have brought out many new pieces, of which their powder blue ware is probably the most prominent. This is



Old Blue Canton plate, somewhat similar to Blue Willow china and from a pattern equally as old. From the line of old English ware shown by Hugh C. Edmiston.

shown in a variety of articles from bureau, tea, and breakfast sets to the more costly gold encrusted service plates, of which there is a large assortment. The breakfast and other sets are decorated with a single gold stripe which adds materially to the beauty of the ware. The service plates carry centre decorations of floral sprays on a white ground outlined with gold, while the more costly have spray panels in addition to the decorated centre. In this showroom one of the choicest collections of old English dinnerware in the market is shown. The ever popular Blue Willow, Blue Canton, and also the willow pattern in colors on a white ground, all carried in the original forms as well as many modern adaptations of the pleasing little Chinese love story.

* * *

An entirely new line of more than three hundred articles decorated in over fifty pleasing designs has been added to the lines of Schlegelmilch china on display at the salesrooms of B. Tomby, New York. This class of ware has heretofore been confined to French and Japanese pottery manufacture and this is the first time a Germany manufacturer has put out a line. The decorations are all neat and well chosen in gold, gold and colored florals, etc., while the ware itself

is remarkable in the low prices asked for it, making it possible to be retailed at from twenty-five cents to a dollar, according to the size. The line consists of such articles in constant demand as dresser, condiment, manicure and mayonnaise sets, as well as an endless assortment of small dishes and individual sets. The line is a decided novelty in fancy china and should be seen

This department is designed to give a brief account of some of the latest things that make their appearance in the pottery, glass, lamp and art metal markets, and where they may be obtained. For the busy buyer and retailer this information is especially worthy of perusal as one suggestion from the entire list may open a source of profitable business to him. New designs in cut glass, new shapes in china and pottery, perfections and improvements in standard goods, interesting treatments in brass ware, and the latest styles in lamps, will be featured as far as practical, and those wares that are running popular in certain parts of the country will be given mention. If any of our readers want to know further about any style of goods described in these columns we will be glad to advise them to the best of our ability.

to be fully appreciated. As usual the white china is up to standard and this season's line includes many new items which should meet with instant favor among the trade.

* * *

There has evidently been a strong revival of popularity for the "Rosebud" pattern, a small Dresden style decoration on a line of china breakfast, tea and coffee sets, brought out by Lazarus & Rosenfeld some years ago, and it has been much in demand of late. The same may be said of the popular bluebird decoration which has increased in sales greatly this fall. This latter design is shown on everything in china as well as on a line of Bohemian stemware and tumblers. A special window display attracted the attention of a number of buyers who had not heretofore carried this pattern, the exclusive selling rights being given to but one retailer in a city. In addition to these this firm has been doing a brisk business in a new line of trays, consisting of all sizes and shapes in metal, reed and wood. The majority are lined with cretonnes and tapestries. A particular feature of this line is the making to order of specially designed fabrics to match the decoration of the chinaware to be used in conjunction with the trays. This is shown to good advantage with both their standard decorations, the "Rosebud" and "Blue-bird."

What the Retailer is Doing

How they display both china and glassware in the large stores—Main floor displays being featured

ONCE again the famous "Bridge of Progress," joining the two great Wanamaker buildings in New York, is being utilized for the display of Oriental porcelains. This latest display is more elaborate than any heretofore made. Prominent in the display is a collection of the celebrated "Satsuma" ware, a particular ceramic product of Japan not commonly seen in the American market. The ware consists of a cream colored porcelain base with an allover decoration of gold design and miniature portraits. The latter are in the characteristic Japanese style and harmonize with the intricate designs in gold that surround them. The exhibit consisted largely of vases, although a few small bowls were shown. In the case of the latter the inside was completely covered with a gold leaf decoration. The lip of the vases has the appearance of being slightly crazed, which adds to its attractiveness.

* * *

During the latter part of October six or seven large tables on the main floor of S. Kahn Sons & Co.'s store, Washington, D. C., were devoted to a sale of low priced cut glass, pieces slightly damaged, and of which they had a large stock on hand. The sale was

well advertised and so fast were the goods moved that but one table was necessary on the succeeding day. Many beautiful pieces were included in the offering. The idea of conducting a china or glass sale outside of the regular department has been much discussed and in this instance the advisability of putting it where the shopper could readily find it, was evident by the crush about each table.

* * *

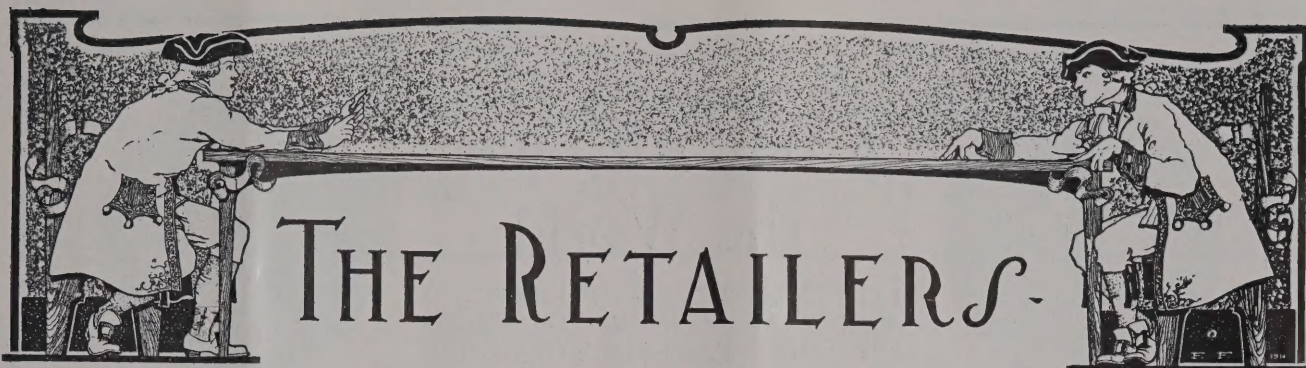
Both the R. H. Macy & Co. and Simpson-Crawford stores in New York show cut glass on the main floor continually, the Simpson display being invariably near the main entrance. At the Macy store the display is large and many tables of low priced cut glass and fancy china are on sale throughout the year.

* * *

The street floor location of the china, glass, lamp and housefurnishing departments of the Greenhut-Siegel Cooper Company, New York, is no doubt a large factor in the increasing sales of these departments. The display of cut glass is always interesting at this store, the stock well kept and in great variety, but what probably adds to the distinctiveness of the department is Mr. J. H. Harris' idea of the proper manner in which to display his dinnerware patterns. Each pattern, regardless of price, is shown on a separate table, with snow-white linen. The centre of the table carries some sort of correct table decoration, such as the pleasing little silver deposit candlestick with silk shade or a rich cut glass vase with seasonable floral decoration. A carefully worded card is mounted on each table, showing the kind of china or porcelain and the price in one hundred or fifty-six piece sets. This careful display of stock has many advantages and it gives a sort of homely feeling to the shopper. Over fifty open stock patterns alone are shown in this department.

CUT GLASS MANUFACTURERS LEASE UPTOWN BUILDING

THE S. Herbert Cut Glass Company and the Shotton Cut Glass Works, the salesrooms and offices of which have been located at 48 West Broadway for a number of years, have closed negotiations leasing the five-story building at 35 and 37 West Twenty-third Street, New York, one of the busiest sections of the great metropolis. Both firms have outgrown their present quarters and follow the general trend of the trade in seeking uptown locations. They will occupy the main floor only, the upper floors being sublet. Negotiations with a number of cut glass manufacturers are pending and it is expected that the first of the year will see quite a cut glass colony established in the building. The Herbert and Shotton firms expect to occupy their new showrooms some time before May 1, no definite date having been decided upon as yet.



THE RETAILERS

Notes About New Firms Entering the Interior Furnishing Field and Changes in Old Concerns

THE Wells-Burrage Company, Boston, Mass., successors to the old firm of Abram French & Co., and who for many years have specialized in the finer grades of china and glassware, have sold their entire stock and good will to R. H. Stearns & Co. of the same city in order that the Wells-Burrage Company may retire from business. However, H. E. Burrage has associated himself with Stearns & Co., in the china and glassware department, and will serve his customers as heretofore. The good will of the leading Boston retail houses is remarkable for its stability, the New Englanders having a way of opening accounts with stores which they prefer, and then to remain as fixtures on the books, even from one generation to another. R. H. Stearns & Co. conducted a sale at the old store of the Wells-Burrage Company, 338 Boylston street, at which much of their carefully selected stock was disposed of.

* * *

The Bazaar, a new crockery, glassware and notion shop, opened at 225 South Phillips Avenue, Sioux Falls, S. D., last month, reports a good business. A. V. Romig, a crockery man of wide experience, is in charge of the management and buying. Full lines of dinnerware, fancy china, table and bar glassware are carried.

* * *

At the reorganization of A. D. Matthews' Sons, Brooklyn, N. Y., department store, the creditors accepted cash to the extent of ten per cent. of their claims and the remainder in five per cent. bonds of A. D. Matthews' Sons, Inc. James and Gardiner D. Matthews will be managing directors of the new corporation, the other directors being members of the firm of L. Dimond & Co., Boston, Mass., the house that advanced the money necessary to make this settlement. The checks which the United States court distributed among the 1,780 creditors total \$90,741.39. To cover this ten per cent. payment and the expenses of the bankruptcy proceedings, Dimond & Co. deposited \$110,000 in cash in court and presented the composition, as outlined above. The proposition was placed before the creditors and only one of them, with

a claim of \$4,000 of the \$922,041.14 due altogether to those who had given credit to the Matthews firm, objected. He later withdrew his objections and Judge Veeder signed the order confirming the composition and making it valid.

* * *

The new building erected for F. E. Harman, Lima, Ohio, a china and glassware dealer, was recently occupied by him. Much larger stocks of merchandise are carried than formerly.

* * *

The capital stock of the Shepard Norwell Company, operating a department store in Boston, Mass., was recently increased from \$500,000 to \$750,000.

* * *

Advices from Battle Creek, Michigan, state that two china and glassware departments have recently been added to the department stores of that place. The Toeller-Dolling Company and Bock Walker Co. are the firms to enter the trade. Members of the firm in each instance will do the buying.

* * *

The housefurnishing store conducted by F. C. Worth, Loomis, Cal., is one of the newest business enterprises in that place.

* * *

Having outgrown their present quarters, The Dixon-Witherspoon Co., Charlotte, N. C., will remove their stocks of china, glass, lamps and housefurnishings a few doors further along South Tryon Street, locating at 38. The expansion of the business is the result of the progressive methods of selling employed by this large Southern wholesale and retail concern.

* * *

The handsome new housefurnishing store of the Barnett-Schaeffer-Connor Furniture Co., New Orleans, La., was opened for business last month. In addition to their extensive furniture department they have a large section devoted to china, glass and lamps. The three firm members formerly conducted separate stores in that city and combined forces to erect the new establishment.



From All Over the World

LITTLE NOTES OF INTEREST TO
THE TRADE PICKED UP FROM
DIFFERENT PARTS OF THE GLOBE



ALTHOUGH but thirty-seven families were actually engaged in its manufacture, the Japanese porcelain known as Satsumayaki ware, for which Kagoshima is noted, and but eight-five furnaces were used, the total value of the ware produced amounted to \$80,899 in 1912.

Of this amount \$36,434 represents the production of porcelain ornaments, \$13,015 such articles as umbrella stands, cuspidors, etc., \$24,069 dishes, \$720 toys and \$6,620 miscellaneous articles. Of the two hundred and eighty people employed in the industry two hundred and thirty-one were men.

* * *

The Nippon Porcelain & Earthenware Manufacturing Co., of Nagoya, Japan, has decided to build a branch factory at Kokura and has already bought the ground, some 150,000 square feet, for the site of building. Work on the new factory will commence in October.

The clay to be used in manufacturing porcelain at this factory will be brought from Chosen and tableware for export will be the principal product of this factory. All the machinery will be run by electricity, and the equipment will be modern in every respect. About 800 hands will be employed in this factory, and great hopes are expressed of the good effect of this employment on the prosperity of Kokura.

* * *

The import conditions of the South African Union for the past six months have been very satisfactory. During this time glass and glassware amounting to \$161,000 show an increase of nearly \$10,000.

* * *

The General Receiver of Customs of the Dominican Republic in a report of the imports of that country during 1911 and 1912 states that, while earthenware and chinaware imports showed an increase of from \$33,682 in 1911 to \$49,741 in 1912, glass and glassware fell off somewhat, the figures being \$44,969 worth in 1911, against \$41,626 in 1912.

* * *

The United States does not figure to any great extent in the china and pottery trade of Turkey, par-

ticularly that section of the empire that lies in the interior. From the Harput consular district, in the heart of Turkey, with an area of fifteen thousand square miles and a population of 500,000, the consular agent reports that crockery to the amount of \$2,000 was imported; glass and glassware amounting to \$5,900. Of this small amount Germany, Austria and France, the latter in a small way, furnished the major part.

* * *

During 1912 the Port of Trebizond, Turkey, imported crockery and glassware to the amount of \$69,120, which was considered good in view of the national difficulties.

* * *

Consular reports state that during the year of 1912 business in Palestine suffered considerably from the effects of war, indifferent crops and a poor tourist season. This slackness is shown in the decrease of the pottery and glassware imports through the custom house at Jaffa, where practically all of the commerce of the Jerusalem consular district passes. In 1911 pottery and glassware to the total of \$67,158 was imported, but this fell off to \$61,318 during the following year. The total imports for 1912 amounted to about four hundred and twenty tons. Of this the larger part came from Austria, Germany and Belgium dividing the remainder.

* * *

Belgium's glassware imports for consumption from foreign countries during 1912 amounted in value to \$956,895,775, and the exports of domestic merchandise to foreign countries were valued at \$765,635,364, making Belgium's total commerce \$1,719,531,139. In 1911 the imports amounted to \$870,135,289, the exports to \$691,007,550, and the total commerce to \$1,561,142,839.

Imports from the United States into Belgium in 1912 amounted to \$79,868,997, as compared with \$65,894,639 in 1911. The United States still stands forth in the list of countries exporting to Belgium. In exports from Belgium the United States was in fifth place in 1912, with \$28,009,704.

Lamps, Lighting Fixtures, Shades and Art Metal

WHILE no new samples are anticipated at the various offices of the Pittsburgh Lamp, Brass & Glass Co., they are offering an assortment of portables to the trade through the medium of a specially designed folder which they term "the sensation of the season." This special line consists of four old ivory finish portables, the shades having varied colored panels inserted under the lattice-like overlay. They can be had for either gas or electricity, and should prove rapid sellers. If you have not already received one of these folders one will be sent upon request.

* * *

Although on display but a week, the new samples of the electric portable line just put on the American market by B. Tomby, the American and Canadian representative of the Reinhold Schlegelmilch pottery, Suhl, Germany, have created a sensation in lamp circles. Buyers of the leading Metropolitan stores who have seen the line have ordered liberally, the first one placing an order for fifty portables of assorted sizes. To describe the line is indeed a difficult matter so beautiful are the samples. Both base and shade are of the finest Schlegelmilch china and carry decorations for which this ware is famed in the American market. The shades are in the majority of cases of a mushroom shape and come well down over the bulb allowing only the metal shade supports to show. The decorations, of which florals in beautiful natural tones with delicately tinted backgrounds predominate, are brought into high relief when lighted, and during the daytime will lend themselves to decoration of the home in a way rich porcelain only can do. A beautiful pearly iridescent glaze adds to the attractiveness of the shades. The line also includes all sizes of ceiling dishes for semi-indirect lighting in the same wide variety of decorations as the portables. This porcelain has a very high reflective power and will undoubtedly find a wide market in this country. The process of manufacture and the goods themselves have been patented in Europe and the same protection will be afforded them in this country in the near future.

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Some very interesting black ground effects in both vase lamps and silk or cretonne shades are contained in the fall showing of lamps made by Lazarus & Rosenfeld. These particular portables are imported from Europe and the fabrics used in the construction of the

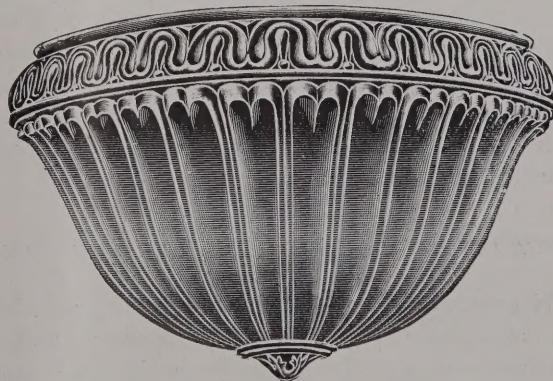
shades, as well as the vase decorations, are reproductions of old Chinese prints. In addition, they are making their usually strong showing in Austrian bisque portables, both plain and decorated. Decorative shades to match and to harmonize with any interior decorative scheme are carried in wide assortment. Another portable that has taken well with the trade is the blue bird design on a pure white base. The shades to match are hand painted.

* * *

The Eagle Glass Mfg. Co. continue to add to the display of lighting specialties on show at the salesrooms of Malone & Nicholson, New York, one of the recent additions being the "Oak Leaf," a sixteen-inch ceiling dish. These dishes can be had in plain and decorated glass, the tones being amber, green and pink. When illuminated all throw a wonderfully glowing and evenly diffused light.

* * *

Both beauty of design and strength of construction stand out strongly as features in the new line of gas and electric portables, ceiling fixtures, etc., shown at the New York office of the Charles Parker Company. Particular stress should be laid upon their line of cast frames, in bronze and brass, finished in any desirable style. In these the art glass panel inserts are naturally less liable to work loose than in the lighter built lamps. In order to combine this strength of solidity of the leaded glass, which is slowly giving way to newer ideas, each piece of glass used in the manufacture of Parker lamps is separately soldered in. The leaded lines resulting are not seen from the outside, however, as the art metal overlay is cleverly



One of the new ceiling dishes in the line of lighting specialties made by the Eagle Glass Mfg. Co. and shown at the salesrooms of Malone & Nicholson.

POTTERY AND GLASS

designed to cover all joints. The bases range from the cheaper stamped brass to the beautiful cast decorative forms. Shades are in a great variety of styles, some in chipped glass with hand-painted floral decorations, art metal overlay work on colored glass panels, and also in modern leaded glass. One particularly interesting lamp shown is their small boudoir lamp, just the thing for the dressing table or the hall desk. This is also shown in wide variety, but its most pleasing form is in an old ivory finish with a Dresden floral decorated shade of pure white glass. The jobbing line compares most favorably with anything shown in the market, the most remarkable feature being the reasonableness of the prices.

* * *

William Dealing is now showing the complete line of lighting glassware specialties of the Bournique Glass Company, Kokomo, Ind. The line consists of side wall



Sixteen-inch ceiling dish, "Oak leaf" pattern made by Eagle Glass Mfg. Co. Shown in white and delicate tints of amber, green and pink.

and fixture shades and globes for both gas and electric lighting. Every imaginable shape is shown, some in frosted and crystal glass, while others are of a marble or onyx like glass.

* * *

F. I. Camp, manager of Chas. Parker & Co.'s New York office, received the final letters patent last week on a recent gas burner invention of his own. The idea of the burner is to enable a socket along similar lines to those now used for electricity to be used for gas lighting. Mr. Camp's burner consists of a socket, made to fit any portable or side wall fixture, upon which a little gas mantle is mounted. The fixture is lighted or extinguished by the pull of a single chain. This is, of course, made possible by a small pilot light which burns continually. The socket is made to fit any standard base or fixture and when the glassware is added it is impossible to tell whether gas or electricity is being used. The Parker Company are now manufacturing the sockets for the trade.

SUPPLY COMPANY ISSUES NEW STEEL MILL PRICE LIST

AN engraving lathe that is entirely different from anything of this class of glass worker's tools on the market is one of the specialties in the line of tools and supplies offered by the Glass Cutters' Supply Co., 211 Railroad Avenue, Elmira, N. Y. This lathe does not have the spindles leaded in, as it is sometimes

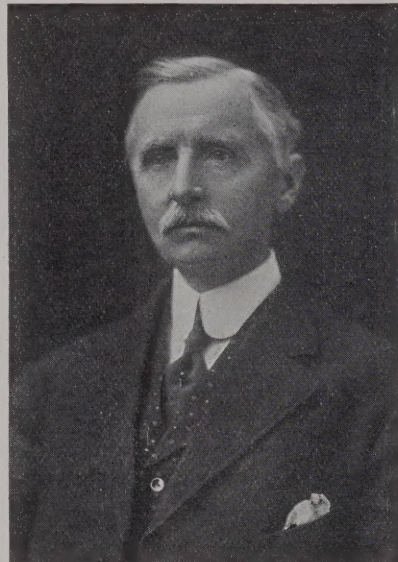
called; instead, the solid steel fits in the taper socket of the machine. Another feature is a hole clear through the lathe spindle, which enables the use of a small steel rod to drift the spindles out, a vast improvement over other methods.

The lick oiling bearings on all lathes enable it to run from two to three months on the first oiling. Copper wheels of any and all sizes are carried in stock or made up to order. J. T. Young, head of the company, has issued an interesting catalogue giving a full description with prices of everything carried by the concern which they will be pleased to mail to all glass cutters interested, together with a new price list on steel mills which went into effect November first.

OBITUARY

JAMES PASS.

JAMES PASS, president and general manager of the Onondaga Pottery Co., Syracuse, N. Y., died at his home in that city on Thursday, October 30. Mr. Pass was a lifelong potter, having been born in the



James Pass.

great English pottery district centering around Burslem, Staffordshire, fifty-seven years ago. His father was a manufacturing potter and later came to America. After a time the family located at Trenton, N. J., where the younger Mr. Pass first entered the trade, serving under his father, then superintendent of the plant.

The family later moved to Syracuse, N. Y., where both became connected with the Onondaga Pottery Company, the elder Pass dying when he was superintendent of the pottery. James Pass became foreman in 1884, later superintendent, and finally, in 1891, was made the general manager. The latter position he held but a short time, when he advanced to the vice-presidency and then the presidency. He was a charter member of the American Ceramic Society and of a scientific turn of mind. To Mr. Pass is due the strong organization and high grade product produced by the Onondaga Potters.

If a man wants you to endorse his paper, rather than do that, offer to lend him the money and let someone else do the endorsing.

WILLIAM WALLACE.

William Wallace, of Wheeling, W. Va., widely known in the glass business, died at Los Angeles, Cal., October 16. He brought out a number of new ideas and inventions, among which is the glass insulator now used throughout the world on telephone and telegraph lines. He also invented the screw top cap for fruit jars and the chilled steel mould whereby art glass can be blown instead of cut. Mr. Wallace was aged 70 years.

TWO STATES PASS LABOR LAWS FOR WOMEN

BOTH Oregon and Tennessee have recently passed several good laws that will do much to protect women workers both in the factories and retail stores. In Tennessee a law limiting the hours of labor for both children and women to fifty-eight hours per week was passed. This law becomes effective on January 1, 1914, and a fifty-seven hour limit to become effective January 1, 1915. Children affected under the act are those under sixteen years of age.

Out in Oregon Saturday night work in stores, established by a custom generations old, and made possible in department stores by the employment of women, will be practically done away with under the ruling of the welfare commission, effective November 20.

The new ruling provides that 6 p. m. be fixed as the latest hour at which any woman shall be employed on any day of the year in a mercantile establishment.

Nowhere in the United States has an effort been made to legislate out of existence the opening of stores on Saturday evenings and during the week before Christmas.

Another important rule is to the effect that a minimum for adult women clerks who are not apprentices in the mercantile stores of Portland, and that the maximum hours of work for one day be fixed at eight hours and twenty minutes, and for one week at fifty hours.

Statement of the Ownership, Management, etc., of POTTERY AND GLASS, published monthly at New York, N. Y., required by the Act of August 24, 1912.

Editor, T. A. Cawthra, 395 Fourth Ave., New York, N. Y.

Managing Editor, T. A. Cawthra, 395 Fourth Ave., New York, N. Y.

Business Manager, E. J. Huott, 395 Fourth Ave., New York, N. Y.

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Owners: (If a corporation, give names and addresses of stockholders holding 1 per cent. or more of total amount of stock.)

T. A. Cawthra, E. J. Huott, F. F. Lyons, all of 395 Fourth Ave., New York, N. Y.

Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of total amount of bonds, mortgages, or other securities.. None.

(Signed) E. J. HUOTT,
Business Manager.

Sworn to and subscribed before me this 25th day of September, 1913.

[SEAL]

JOHN S. POTTER,
Notary Public.

(My commission expires March 30, 1914.)

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VEST POCKET SIZE

Following out the progressive policy of this magazine to institute new features which will be of interest to the buyers and other readers of POTTERY AND GLASS, a directory of the Manufacturers, Importers, Jobbers, Selling Agents of Pottery and Glassware, including Cut Glass Manufacturers, Lamp Manufacturers, Silver Deposit Manufacturers, etc.,—it will cover ALL the allied lines in this field, will shortly be issued.

This directory will contain a list of several thousand names and will be invaluable to every buyer and retailer who handles any of the lines to be listed. One of its special features will be its NEW YORK CITY SECTION, which will have complete information regarding this trade.

Practically every other trade has its directory, but this is the only one in this field.

As a number of the leading firms have expressed a desire to be represented in the directory with appropriate space, we are taking a limited amount.

It offers an exceptional opportunity to place your announcement before a vast audience of interested readers at small cost.

Rates and particulars will be sent upon request. Write NOW for space and secure a preferred position.

HUOTT PUBLISHING CO.

PUBLISHERS

395 Fourth Avenue, New York

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KAOLIN A FACTOR IN WALL PAPER INDUSTRY

CHINA clay, the technical name for which is *kaolin*, a corruption of Kao-ling, a place in the Celestial Empire where it was first discovered and employed in the manufacture of porcelain or "china," has many other uses than that of the manufacture of dinnerware and fancy china. One of its particularly important uses in the manufacture of paper, wall paper especially calling for well prepared clay as a base for the grounding and printing material, to which chemical pulp colors, to acquire the desired shade, and other ingredients are added.

Geologists are of the opinion that kaolin is the result of the decomposition of granite of a kind particularly rich in felspar. Granite is composed of mica, quartz and felspar, and it is the latter, chemically altered by atmospheric agencies combined with percolation of waters charged with carbonic and fluoric acids, which becomes eventually pure china clay. This has accumulated in lower or marshy lands, often to immense depths, but rarely over large areas, and carried with it much quartz and mica sand, and these foreign substances have to be further separated by washing and mechanical appliances. After its degree of whiteness, it is the completeness of such preparation

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that the value of the material for manufacturing wall paper depends.

One of the largest deposits of kaolin used for this purpose is the Stannon Moor, in Cornwall, England. Ten acres is usually considered a large area, but this deposit has been tested and found uniform over two hundred acres, and it is probably twice this area.

The Stannon Pits resemble a huge gleaming white crater so far below the surface of the moorland that the men working in it, and washing its sides with streams of water which flow to the sand pits and thence to the sump to be raised by steam pumps, look like ants toiling along the precipitous sides. Rivulets are collected into conduits, and poured in cascades or directed by hydrants over the clay, which is washed down over sand drags or boxes, where the sand is allowed to settle to the bottom, whilst the clay is carried suspended in the water. The waste sand is loaded into little trolley wagons which are drawn by wire ropes to the high surface tips, which are such a peculiar feature of many Cornish landscapes.

The milky-looking clay-water flows away into a great well or "sump," leaving the solid matter composed of sand, with a little mica, the remainder of which is got rid of later. It is then allowed to settle in the sump and later put in commercial form for its many uses in both the pottery and paper-making industries, here and abroad.

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No. 465

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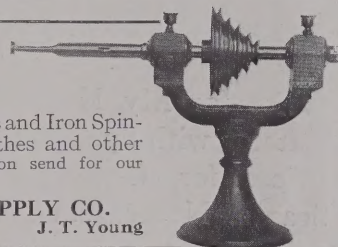
WANTED:—Local representatives for Pottery and Glass. If you are in any way connected with the pottery and glass trade or any business which brings you into contact with buyers, salesmen, stock clerks, designers, manufacturers connected with this field; pottery, glass lamps, art metal and other accessories; you will have many opportunities of calling attention to this publication. Pottery and Glass is just what they all want. You will find that you can easily add a substantial amount to your income by congenial work that will not interfere with your present duties. For particulars, address Pottery and Glass, 395 Fourth Avenue, New York.

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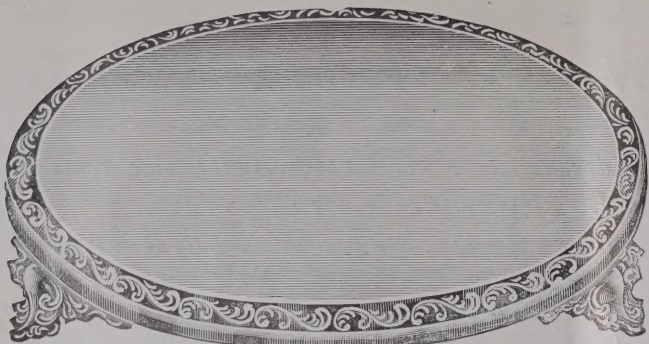


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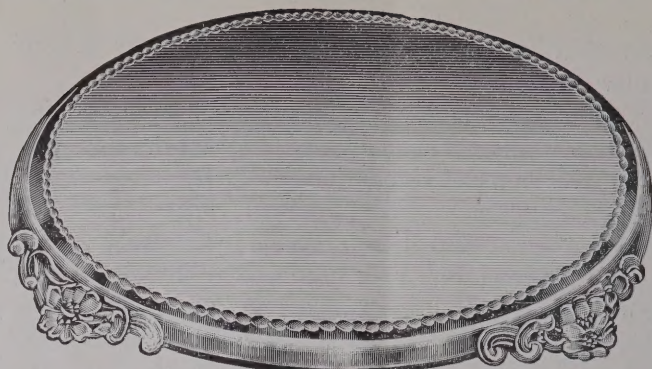
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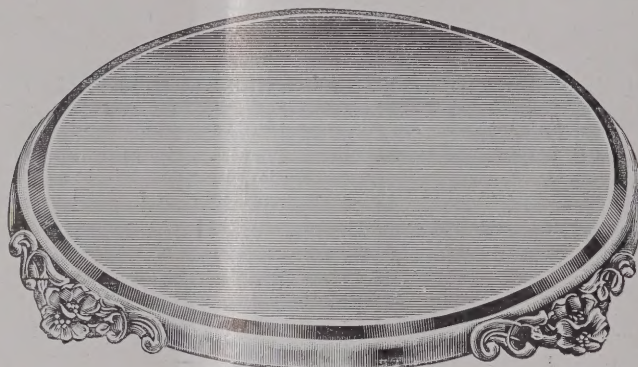
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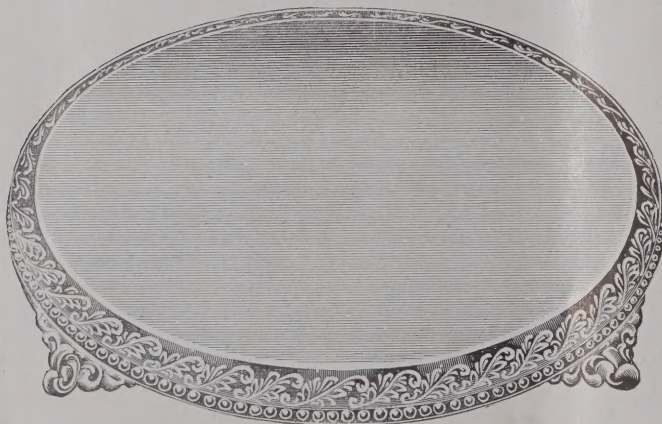
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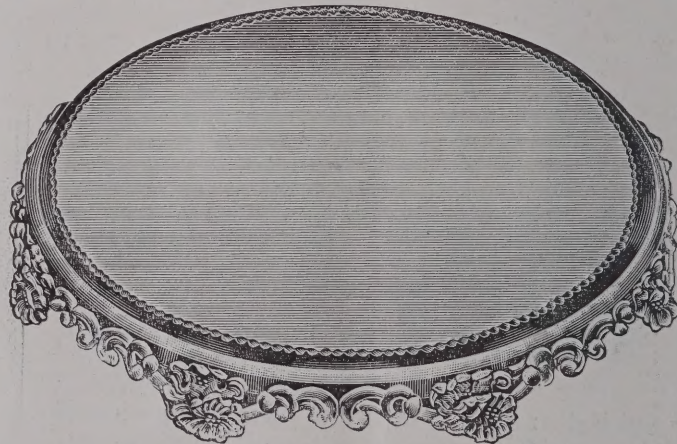


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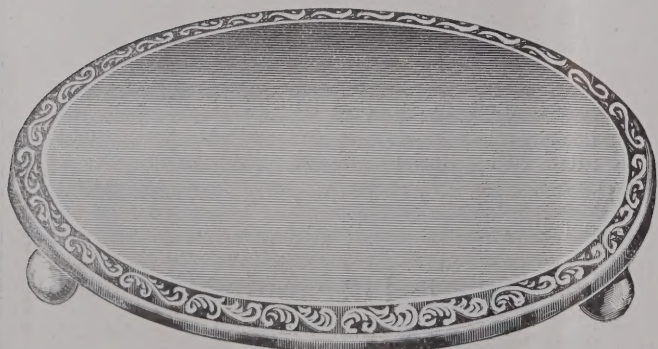
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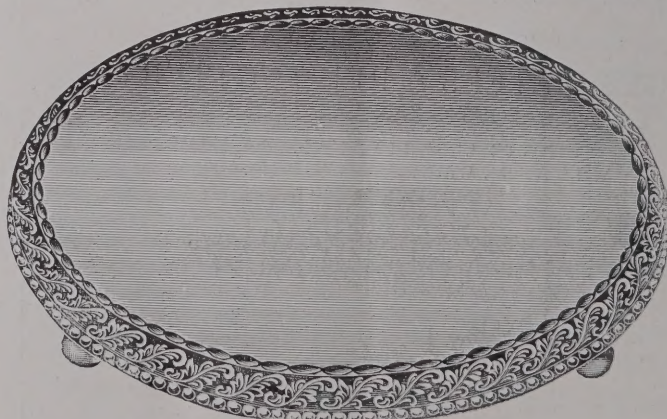
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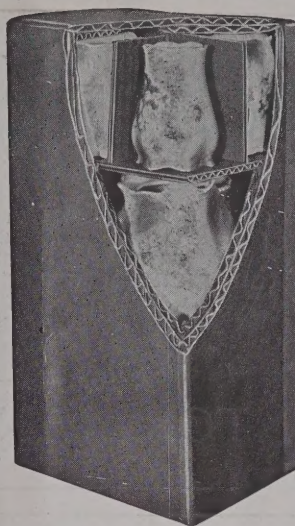
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